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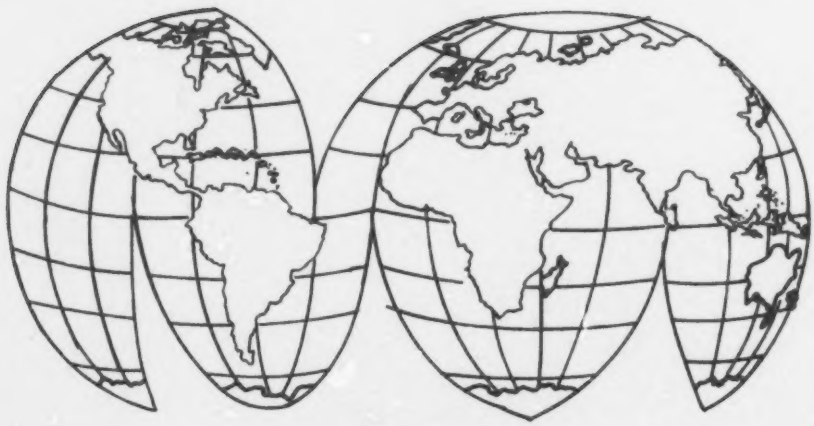
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Alabama



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Alabama

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Alabama. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by James Allen of the Birmingham District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
2121 Eighth Avenue North, Suite 200
Birmingham, AL 35203-2398
(205) 731-1338

U.S. Department of Commerce
International Trade Administration
2015 2nd Avenue North, Room 302
Birmingham, AL 35203
(205) 731-1331

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered.

Alabama Department of Agriculture and Industries
P.O. Box 3336
Montgomery, AL 36193-0001
(205) 261-2626

The Department of Agriculture and Industries assists Alabama agribusiness firms and individuals in developing an export business. It evaluates a client's export potential, provides advice and counseling on identifying overseas markets and getting into exporting, disseminates trade inquiries, and assists with the logistics of exporting. The Department conducts educational seminars on exporting and provides information on trade shows, buying missions, and other international trade events. It also publishes the Alabama Food and Agricultural Export Directory, for worldwide distribution.

Alabama Development Office
International Division
State Capitol
135 S. Union Street
Montgomery, AL 36230
(205) 263-0048

The International Division is responsible for coordinating trade promotion throughout the state, and works with both state and public-private partnership organizations in this effort. It cosponsors educational seminars, and serves as a referral center for firms seeking information on exporting. The International Division participates in the Mid-South Trade Council. The Council, with five states as members, sponsors overseas trade shows, trade missions, and catalog shows.

The International Division is also responsible for reverse investment, attracting foreign firms to Alabama. It maintains representation in England, West Germany, Switzerland, Japan, Korea and Hong Kong. It also publishes an International Trade Directory, distributed worldwide and listing Alabama firms interested in exporting.

Alabama Foreign Trade Relations Commission
International Trade Center, Suite 131
250 N. Water Street
Mobile, AL 36602
(205) 433-1151

The Commission works to promote international trade and the expansion of foreign relations. It coordinates Alabama international trade opportunities with U.S. foreign trade policy, develops ties with international trade associations, and promotes cooperation among participants in Alabama's international trade community. Services for exporters include educational seminars on exporting and various programs and forums to develop international awareness and understanding.

Alabama State Docks Department
P.O. Box 1588
Mobile, AL 36633
(205) 690-6107

The Department operates a full service port, and also provides numerous special services for exporters. It provides counseling on exporting and entering new markets. It sponsors trade missions, provides trade leads, and assists in sourcing products. The Department researches foreign markets and provides market reports. It can refer a new exporter to firms or service organizations which can assist in the export process. It also has various publications useful to exporters.

The Department also operates the Center for International Trade and Commerce jointly with the University of South Alabama (see separate listing under "SBDCs and Other University/College Programs").

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

Madison County Commission
Department of Planning and Economic Development
Madison County Courthouse, 7th Floor
Huntsville, AL 35801
(205) 532-3505

The Department operates an **International Trade Development Program** to promote international trade in Madison County. It provides counseling and numerous forms of export assistance, including market research and initial market development, assistance in obtaining translations and export licenses, communication services, and an international trade resources library. The Department conducts training seminars and conferences on exporting, and assists with trade show participation. It also manages the North Alabama Trade Association.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Alabama International Trade Center
P.O. Box 1996
Tuscaloosa, AL 35487
(205) 348-7621

The Alabama International Trade Center is the international branch of the Alabama Small Business Development Center network, a consortium of eleven schools which promote the development of small businesses. The Center and the SBDCs work in coordination with the U.S. Small Business Administration.

The Center provides in-depth counseling for Alabama firms seeking to enter the international marketplace. Counseling can include assistance in analyzing a foreign market, and developing and implementing an international marketing plan. The Center also conducts seminars on exporting, for experienced exporters as well as introductory seminars. Country-specific seminars are also provided. The Center has a special program for technology transfer and cooperative partnerships, helping to link Alabama firms with overseas partners for marketing, licensing and joint ventures.

The Center conducts research on international business, and publishes various newsletters, brochures and surveys. Its publications include a "Research Report Series," designed for Alabama firms, and the Alabama Exporting Guide.

Center for International Trade and Commerce

Alpha East 219
University of South Alabama
Mobile, AL 36688
(205) 460-6102

International Trade Center
250 N. Water Street, Suite 131
Mobile, AL 36602
(205) 433-1151

The Center for International Trade and Commerce is a joint project of the University of South Alabama and the Alabama State Docks Department, and it works to promote exporting by Alabama manufacturers and agribusiness. The Center conducts workshops and seminars on various aspects of exporting. It provides counseling in the areas of export documentation, transportation, and export financing. It provides trade leads, and publishes a directory of Alabama firms and products with export potential, for worldwide distribution. The Center also conducts exhibitions of Alabama products for foreign buyers.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Birmingham Area Chamber of Commerce
International Trade Department
2027 First Avenue North
Birmingham, AL 35202
(205) 323-5461

The Birmingham Chamber cosponsors seminars on international trade, and staff members meet with potential small exporters to get them involved in international trade. The Chamber also publishes the "Birmingham International Trade Directory."

Colbert County Chamber of Commerce
P.O. Box 1006
Tuscumbia, AL 35674
(205) 383-4531

Decatur Chamber of Commerce
P.O. Box 2003
Decatur, AL 35602
(205) 353-5312

Dothan-Houston County Chamber of Commerce
P.O. Box 638
Dothan, AL 36302
(205) 792-5138

Chamber of Commerce of Huntsville/Madison County, Inc.
International Trade Committee
P.O. Box 408
Huntsville, AL 35804
(205) 535-2000

The Huntsville Chamber provides several services of use to exporters. It cosponsors workshops and seminars on exporting, including the annual World Trade Workshop. It provides general information on international trade, and can help refer more detailed questions to the proper contact. The Chamber serves as a clearinghouse for information on trade missions, trade shows, seminars and workshops, and other international trade events. It distributes publications from the U.S. Department of Commerce, U.S. Customs and other government agencies. The Chamber publishes the "Huntsville/Madison County International Trade Directory." It is also affiliated with the North Alabama International Trade Association (see separate listing).

Jasper Area Chamber of Commerce
P.O. Box 972
Jasper Area, AL 35501
(205) 384-4571

Mobile Area Chamber of Commerce
Trade and Transportation Department
P.O. Box 2187
Mobile, AL 36652
(205) 433-6951

The World Trade Committee of the Mobile Chamber's Trade and Transportation Department works to assist manufacturers, agricultural producers and other firms in the area of international trade. As an Associate Office of the U.S. Department of Commerce, it provides Department of Commerce publications, current trade leads, and other pertinent information. It provides counseling in the areas of export financing, documentation, and transportation. It also publishes a linguist directory for the Mobile area.

Montgomery Area Chamber of Commerce
P.O. Box 76
Montgomery, AL 36101
(205) 834-5200

Scottsboro-Jackson County Chamber of Commerce
P.O. Box 973
Scottsboro, AL 35768
(205) 259-5500

Selma & Dallas County Chamber of Commerce
P.O. Drawer D
Selma, AL 36701
(205) 875-7241

South Baldwin Chamber of Commerce
P.O. Box 1117
Foley, AL 36536
(205) 943-3291

Greater Valley Area Chamber of Commerce
P.O. Box 205
Lanett, AL 36863
(205) 642-1411

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Descriptions of services are included.

Alabama Export Council
c/o U.S. Department of Commerce
International Trade Administration
2015 2nd Avenue North, Suite 302
Birmingham, AL 35203
(205) 731-1331

The Alabama Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

The Alabama Export Council sponsors export seminars and workshops, along with the annual International Business Forum. It conducts a trade mission program. The Alabama Council also maintains a referral counseling service, with its members providing guidance and assistance for potential exporters.

Alabama Farm Bureau Federation
International Trade Division
Department of Commodity Producer Services
P.O. Box 11000
Montgomery, AL 36198
(205) 288-3900
Telex: 78-2349
Cable: AL FARM BUR

The Federation represents Alabama agricultural producers, and its International Trade Division works to promote exports of Alabama agricultural products. It assists foreign buyers in purchasing Alabama products, providing referrals of sources and assisting buying missions. It aids potential or inexperienced exporters with help in export marketing and promotion. The Federation also participates on occasion in trade shows and trade missions.

Alabama World Trade Association
International Trade Center, Suite 131
250 N. Water Street
Mobile, AL 36602
(205) 433-3174
TWX: 810-741-7748

The Alabama World Trade Association works to promote and improve international trade. Services include educational seminars and workshops. It provides access to the trade leads program of the Center for International Trade and Commerce (see separate listing under "University/College Programs") and to trade information from the U.S. Department of Commerce. The Association provides information on trade shows and trade missions, and provides referrals for information on exporting. It conducts state-wide and regional meetings with guest speakers on international trade issues, and provides networking opportunities. It publishes a monthly newsletter with current information on international trade, as well as an annual membership directory. The Association is also involved with state legislation affecting international trade.

Association of Forwarding Agents & Foreign Freight Brokers of Mobile, Inc.
P.O. Drawer 1987
Mobile, AL 36633
(205) 433-5578

The Association provides referrals for freight forwarders in the Mobile area.

North Alabama International Trade Association
Madison County Courthouse, 7th Floor
Huntsville, AL 35801
(205) 532-3505

Services to members include a directory of international expertise, an umbrella insurance policy for exporters, and a newsletter with current information on international trade. The Association conducts meetings which cover various aspects of international trade, and provides networking opportunities. The Association also participates in various overseas trade shows.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Alabama (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Alabama.

Dominican Republic (C)
4009 Old Shell Road, Apt. E-16
Mobile, AL 36608
(205) 342-5648

Japan (HCG)
P.O. Box 2187
Mobile, AL 36601
(205) 433-6951

South Africa (HCG)
2308 First National Bank Bldg.
Mobile, AL 36602
(205) 438-2145

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Birmingham

AmSouth Bank, N.A.
1900 5th Avenue North
P.O. Box 11007
Birmingham, AL 35202
(205) 326-5793
Telex: 59-6150

Central Bank of the South
701 S. 20th Street
Birmingham, AL 35296
(205) 933-3010

First Alabama Bank
417 N. 20th Street
P.O. Box 10247
Birmingham, AL 35202
(205) 326-7281
Telex: 59-6159 FAB COMM BHM

SouthTrust Bank of Alabama, N.A.
112 N. 20th Street
P.O. Box 2554
Birmingham, AL 35203
(205) 254-5218
Telex: 59-837 SOUTHTRUST BHM

Huntsville

First Alabama Bank
P.O. Box 680
Huntsville, AL 35804
(205) 535-0331
Telex: 59-4457 FAB INTL HTV

Mobile

AmSouth Bank, N.A.
31 N. Royal Street
P.O. Drawer 1628
Mobile, AL 36629
(205) 438-8355
Telex: 68-21116
Cable: AMSOUBK MBL

First Alabama Bank
P.O. Drawer 2527
Mobile, AL 36622
(205) 690-1239
Telex: 50-5528 MNB MBL

SouthTrust Corp.
P.O. Drawer 1508
Mobile, AL 36601
(205) 433-6933
Telex: 50-54712 SOUTHTRUST MBL

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Birmingham

Amrag, Inc.
4292 First Avenue South
Birmingham, AL 35222
(205) 595-6171

Textiles, new & used apparel, textile waste.

Eximsco, Inc.
2920-A 18th Street South
Birmingham, AL 35209
(205) 879-7371

Fameco
15 Office Park Circle, Suite 202
Birmingham, AL 35223
(205) 871-3263

Grain storage bins.

HVL Technical Services, Inc.
3233 Oak Hill Drive
Birmingham, AL 35216
(205) 822-2940

Industrial, mechanical & commercial products.
Area: Worldwide

International Procurement & Marketing
3600 Westchester Cr.
Birmingham, Al 35223
(205) 967-8155

Medical equipment, automotive parts and tires, industrial machinery, mining equipment, home furnishings.

Unibond International Co. Inc.
342 Valley Avenue
Birmingham, AL 35209
(205) 945-8668

Wols International Export-Import
Services
2508 Martin Road
Birmingham, AL 35235
(205) 853-2760

Mobile

Oppenheimer Exports, Inc.
50 Midtown Park West
Mobile, AL 36606
(205) 476-7400

Farm machinery & equipment.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Birmingham

Arthur Andersen & Co.
417 20th Street North, Suite 1500
Birmingham, AL 35203
(205) 252-8600
— International accounting.

Coopers & Lybrand
1500 Financial Center
505 20th Street North
Birmingham, AL 35203
(205) 252-8400
— International accounting.

Deloitte Haskins & Sells
417 20th Street North
Birmingham, AL 35203
(205) 323-5400
— International accounting.

Fameco
15 Office Park Circle, Suite 202
Birmingham, AL 35223
(205) 871-3263

Overseas Corporation
3657 Rockhill Road
Birmingham, AL 35223
(205) 322-7525
— Waste compactors, baling machines, construction machinery, incinerators.

Peat Marwick Mitchell & Co.
1200 Finanical Center
505 20th Street North
Birmingham, AL 35203
(205) 324-2495
— International accounting.

Price Waterhouse — International accounting.
420 20th Street North
Birmingham, AL 35203
(205) 328-8700

Project Management Group
5621 12th Avenue South
Birmingham, AL 35222
(205) 595-0743

Unibond International Co. Inc.
342 Valley Drive
Birmingham, AL 35209
(205) 945-8668

Arthur Young & Co. — International accounting.
First National Southern Natural Bldg.,
Suite 2100
Birmingham, AL 35203
(205) 251-2000

Huntsville

Walther Company, Inc.
500 Boulevard South, Suite 204
Huntsville, AL 35802
(205) 882-2594

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Birmingham

ASG Forwarding, Inc.
1109 E. Park Drive
Birmingham, AL 35223
(205) 836-4119

John M. Brining & Co. (*)
616 Gadsden Highway
Birmingham, AL 35235
(205) 836-5599

Burlington Northern Air Freight
Birmingham Municipal Airport
Air Cargo Building
Birmingham, AL 35212
(205) 595-9240

DHL Worldwide Express
115 39th Street North
Birmingham, AL 35222
(205) 591-6560

Jensen Shipping Company
Commerce Center
2027 1st Avenue North
P.O. Box 11146
Birmingham, AL 35202
(205) 328-2343

Stephen A. Mace Customs Brokers (*)
Birmingham Municipal Airport
P.O. Box 2842A
Birmingham, AL 35212
(205) 591-4004

Page & Jones, Inc. (*)
Birmingham Municipal Airport
P.O. Box 2926
Birmingham, AL 35212
(205) 595-8429
Telex: 59-751

Mobile

Air/Sea Forwarding Specialists, Inc.
906 Commerce Building
Mobile, AL 36602
(205) 432-0491
Telex: 78-2030

Paul A. Boulo, Inc.
255 N. Joachim Street
P.O. Box 484
Mobile, AL 36601
(205) 433-5445
Telex: 50-5469
Cable: BOULO

John M. Brining & Co.
P.O. Box 403
Mobile, AL 36601
(205) 432-9741
Telex: 50-5463

Robert W. Cisco (*)
P.O. Box 2962
Mobile, AL 36652
(205) 899-8243

N.D. Cunningham & Co., Inc. (*)
118 N. Dauphin Street
P.O. Box 15
Mobile, AL 36601
(205) 432-4633
Telex: 50-5497
Cable: VANGEN

Sara Sanford Dodd
P.O. Box 1115
Mobile, AL 36633
(205) 432-8147

Godwin Shipping Co., Inc.
P.O. Drawer 1987
Mobile, AL 36633
(205) 433-5578
TWX: 810-741-1220

Gulf States Forwarding, Inc.
P.O. Box 2365
Mobile, AL 36601
(205) 432-7783
Telex: 50-536

Harwell & Cary Inc.
P.O. Box 1744
Mobile, AL 36633
(205) 432-1076

M.G. Maher & Co., Inc. (*)
P.O. Box 2242
Mobile, AL 36633
(205) 433-8474
Telex: 50-5532

Marvin J. Madden & Co.
P.O. Box 1655
Mobile, AL 36633
(205) 471-3578

Richard Murray & Co.
105 N. Conception Street
Mobile, AL 36602
(205) 432-5549
Telex: 50-5401

Page & Jones, Inc.
52 N. Jackson Street
Mobile, AL 36602
(205) 432-1646
Telex: 78-2029

T.A. Provence & Co.
1 Stuart Circle
P.O. Box 942
Mobile, AL 36601
(205) 433-5424
TWX: 810-741-0906

Stiegler Shipping Co., Inc.
118 N. Royal Street, Suite 901
P.O. Box 1504
Mobile, AL 36633
(205) 433-5516

Stone Forwarding Company, Inc.
P.O. Box 2863
Mobile, AL 36601
(205) 438-1307
Telex: 505-493
TWX: 810-741-2941

W.R. Zanes & Co. of LA, Inc. (*)
International Trade Center,
Suite 325
P.O. Box 1006
Mobile, AL 36633
(205) 438-1597
Cable: ZANES

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Birmingham

Stephen A. Mace Customs Brokers
Birmingham Municipal Airport
Birmingham, AL 35212
(205) 591-4004

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Birmingham

Hines Translation Service
1801 Mission Road
Birmingham, AL 35216
(205) 822-0463

Huntsville

Foreign Language Services, Inc.
3609 Memorial Parkway SW, Suite A-4
Huntsville, AL 35801
(205) 881-1120

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

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Telephone: _____ Date: _____